

File 635:Business Dateline(R) 1985-2003/Mar 06
 (c) 2003 ProQuest Info&Learning
 File 570:Gale Group MARS(R) 1984-2003/Mar 06
 (c) 2003 The Gale Group
 File 387:The Denver Post 1994-2003/Mar 05
 (c) 2003 Denver Post
 File 471:New York Times Fulltext 90-Day 2003/Mar 07
 (c) 2003 The New York Times
 File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06
 (c) 2002 Phoenix Newspapers
 File 494:St LouisPost-Dispatch 1988-2003/Mar 06
 (c) 2003 St Louis Post-Dispatch
 File 498:Detroit Free Press 1987-2003/Mar 06
 (c) 2003 Detroit Free Press Inc.
 File 631:Boston Globe 1980-2003/Mar 06
 (c) 2003 Boston Globe
 File 633:Phil.Inquirer 1983-2003/Mar 05
 (c) 2003 Philadelphia Newspapers Inc
 File 638:Newsday/New York Newsday 1987-2003/Mar 06
 (c) 2003 Newsday Inc.
 File 640:San Francisco Chronicle 1988-2003/Mar 07
 (c) 2003 Chronicle Publ. Co.
 File 641:Rocky Mountain News Jun 1989-2003/Mar 06
 (c) 2003 Scripps Howard News
 File 702:Miami Herald 1983-2003/Mar 06
 (c) 2003 The Miami Herald Publishing Co.
 File 703:USA Today 1989-2003/Mar 06
 (c) 2003 USA Today
 File 704:(Portland)The Oregonian 1989-2003/Mar 05
 (c) 2003 The Oregonian
 File 713:Atlanta J/Const. 1989-2003/Mar 07
 (c) 2003 Atlanta Newspapers
 File 714:(Baltimore) The Sun 1990-2003/Mar 06
 (c) 2003 Baltimore Sun
 File 715:Christian Sci.Mon. 1989-2003/Mar 07
 (c) 2003 Christian Science Monitor
 File 725:(Cleveland)Plain Dealer Aug 1991-2003/Mar 06
 (c) 2003 The Plain Dealer
 File 735:St. Petersburg Times 1989- 2000/Nov 01
 (c) 2000 St. Petersburg Times
 File 476:Financial Times Fulltext 1982-2003/Mar 07
 (c) 2003 Financial Times Ltd
 File 477:Irish Times 1999-2003/Mar 06
 (c) 2003 Irish Times
 File 710:Times/Sun.Times(London) Jun 1988-2003/Mar 04
 (c) 2003 Times Newspapers
 File 711:Independent(London) Sep 1988-2003/Mar 06
 (c) 2003 Newspaper Publ. PLC
 File 756:Daily/Sunday Telegraph 2000-2003/Mar 07
 (c) 2003 Telegraph Group
 File 757:Mirror Publications/Independent Newspapers 2000-2003/Mar 07
 (c) 2003

Set	Items	Description
S1	171878	(BID? ? OR BIDD? OR OFFER? OR PROFFER? OR COUNTEROFFER?) (3-N) (PURCHAS? OR BUY??? OR BOUGHT OR SELL OR SOLD OR SALE OR SH- OPP? OR ORDER?)
S2	78738	(PRODUCT? ? OR MERCHANDI? OR COMMODIT? OR GOODS OR WARE OR WARES OR ITEM? ? OR ARTICLE?) (3N) (CATEGORIES OR CLASSIFICATIO- N? OR TAXONOM? OR SEGMENT? OR PARTS OR DIVISION? OR SECTION? - OR HIERARCH? OR SUBDIVISION? OR SUBLIST?)
S3	7644	(PRODUCT? ? OR MERCHANDI? OR COMMODIT? OR GOODS OR WARE OR WARES OR ITEM? ? OR ARTICLE?) (3N) (SPECIES OR GROUPING? OR NOM- ENCLATURE? OR CLASS? ? OR SUBCATEGOR? OR SUBSET? OR SUBGROUP?)
S4	295915	(BRAND OR COMPANY OR FIRM? ? OR ENTITY OR INSTITUTION? ? OR ORGANIZATION? OR ORGANISATION? OR PROVIDER? OR BUSINESS OR C-

ORPORAT? OR TRADE) (2W) (NAME? OR IDENTITY OR MONIKER OR IDENTI-
 FIER? ? OR MARK?? OR MARQUE?)
 S5 2296 (MANY OR MULTIPLE OR MULTI OR SEVERAL OR NUMEROUS? OR PLUR-
 AL? OR MYRIAD OR VARIOUS? OR VARIED OR DUAL? OR (MORE OR GREA-
 TER) () THAN() (1 OR ONE) OR BASKET? ? OR CART? ? OR KART? ? OR -
 BAG? ?) (3W) (S2 OR S3)
 S6 1890 (COLLECTIV? OR CUMULAT? OR ACCUMULATIV? OR TOTAL? OR OVERA-
 LL OR COMBINED OR JOINED OR AGGREGAT? OR CLUSTER? OR COMPIL? -
 OR GROUP? OR CONSOLIDAT? OR COMBIN? OR AGGREGATE OR POOL? OR -
 GROUP? ?) (3W) (S2 OR S3)
 S7 0 S1 AND (S4 (5N) (S5 OR S6))
 S8 27 S1 AND S4 AND (S5 OR S6)
 S9 12 S8 NOT PD>20000512
 S10 11 RD (unique items)
 S11 0 (S1 (10N) (S4 (5N) (S2 OR S3))) NOT S8
 S12 0 (S1 (S) (S4 (5N) (S2 OR S3))) NOT S8
 S13 22 S1 AND (S4 (10N) (S2 OR S3)) NOT S8
 S14 18 S13 NOT PD>20000512
 S15 17 RD (unique items)
 S16 2 (S1 (10N) (S5 OR S6)) NOT (S8 OR S13)
 S17 113 (S1 AND (S5 OR S6)) NOT (S8 OR S13 OR S16)
 S18 6 (S1 (S) (S5 OR S6)) NOT (S8 OR S13 OR S16)
 S19 44 (S1 (5N) (S2 OR S3)) AND (MANY OR MULTIPLE OR MULTI OR SEVER-
 AL OR NUMEROUS? OR PLURAL? OR MYRIAD OR VARIOUS? OR VARIED OR
 DUAL? OR (MORE OR GREATER) () THAN() (1 OR ONE) OR BASKET? ? OR -
 CART? ? OR KART? ? OR BAG? ?)
 S20 31 (S19 NOT (S8 OR S13 OR S16 OR S18)) NOT PD>20000512
 S21 31 RD (unique items)
 S22 107308 (BID? ? OR BIDD? OR OFFER? OR PROFFER? OR COUNTEROFFER?) (3-
 N) (PURCHAS? OR BUY??? OR BOUGHT OR ORDER?)
 S23 79 S22 AND (S5 OR S6)
 S24 56 S23 NOT (S8 OR S13 OR S16 OR S18 OR S19)
 S25 44 S24 NOT PD>20000512
 S26 43 RD (unique items)

10/3,K/1 (Item 1 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0422541 93-74667
SoftKey, WordStar, Spinnaker announce three-way merger -- Plan to form \$130 million consumer software company
Stern, Yoav
Business Wire (San Francisco, CA, US) s1 p1
PUBL DATE: 930817
WORD COUNT: 1,118
DATELINE: Toronto, ONT, Canada

TEXT:

....City, Lechmere, Software, Etc., BizMart, Walden Software, Sam's, Price Club and Costco.

The combined company will market directly to a registered user base of over four million and enjoy OEM arrangements with...

...will serve as chairman. David Seuss, Spinnaker's chief executive officer, will serve as the combined company's consumer products division chief operating officer and president and will serve on the new company's executive committee...

...per share, for each 1.403 Spinnaker shares already owned by the shareholder.

All shares purchased in the rights offering will be exchanged for WordStar common shares on the merger at the above mentioned exchange...an annual circulation of over 11 million copies.

This media release does not constitute an offer to sell or a solicitation of an offer to purchase any of the securities of Wordstar or Spinnaker described herein, which offer and sale may be made only by means of a prospectus relating thereto.

Note to Editors: All brand and company names are assumed as trademarks of their respective companies and are hereby recognized as such.

10/3,K/2 (Item 1 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01872446 Supplier Number: 60808286 (USE FORMAT 7 FOR FULLTEXT)
Going virtual: Utilities and the e-business revolution.(utility company online services)
Allen, Dwight; Hillstrand, Kris
Electric Light & Power, v78, n2, p17
Feb, 2000
ISSN: 0013-4120
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2933

... and gas from other suppliers.

Essential.com offers a choice of vendors under each of several other categories of products and services as well. They include local and long-distance phone service, cellular phone service...

...Like a supermarket, Essential.com hopes customers entering to buy one thing will decide to buy another, and it offers price breaks for multiple purchases. For example, a customer ordering local and long distance phone...to purchase a particular good or service. Vendors hoping to win the business then submit bids . The buyer may or may not

stipulate the price and terms desired, and may or may not be obliged to make a **purchase** from the low **bidder**. Reverse auctions serve both consumers and business customers, and the bidding covers an array of...

...Once the RFP is posted, registered suppliers submit bids online. Customers are not required to **buy** from the low **bidder**, and do not have to reveal their identity until they are ready to close a...

...of willing buyers. The buyers' club approach could be significant in the residential and small **business** market, since the cost of contacting and recruiting low-volume customers is often cited as a...

10/3,K/3 (Item 2 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01731198 Supplier Number: 53973074 (USE FORMAT 7 FOR FULLTEXT)
Online update: **online shopping services** are making major technical improvements to keep pace with consumer expectations.

Hardwick, Elizabeth
Food & Beverage Marketing, v18, n1, p20(2)
Jan, 1999
ISSN: 0731-3799
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1364

... George Douaire, vice president and general manager for Peapod Interactive, as he types in the **brand name** at the Peapod prompt. "Within a few seconds it's brought up in two different..."

...so that they can enter the virtual store instantly upon their next visit. Peapod then **offers** the **shopper** several ways to make their selections.

Search: find products by category or **brand name**.
Browse: use icons for produce, deli, etc., and click on one to get a list of sub- **categories**.
.Personal lists: place **items** into configurative groupings for quick finding during next shopping trip.
Previous order: review last three transactions.
Douaire, who...customers know and trust, national retailers doing business in major markets, and catalog merchants to **offer** customers a complete **shopping** experience, all in one place, says the company. The company now also offers delivery service...

10/3,K/4 (Item 3 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01703701 Supplier Number: 53266986 (USE FORMAT 7 FOR FULLTEXT)
Turning teens into loyal drug store shoppers.
PARKS, LIZ
Drug Store News, p40(1)
Nov 9, 1998
ISSN: 0191-7587
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2761

... to increase the frequencies of teen visits to their core HBA and GM categories by **offering** **shopping** incentives or rewards, perhaps in the form of a Teen Shopper Club that rewards frequent...said they had used these two brands in the past six months. The facial moisturizer **brand** named almost as often was an expensive department store brand: Clinique

was singled out by 7...sunscreen products 55.7

Source: 1997 MRI Teenmark
Teens make drug stores a destination for many product [
categories .sup.*]
95% of teens go to drug stores to buy beauty or personal care
products...

10/3,K/5 (Item 4 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01667049 Supplier Number: 50112711 (USE FORMAT 7 FOR FULLTEXT)
Momentous Shifts
Brandweek, v38, n22, p26
June 1, 1998
ISSN: 1064-4318
Language: English Record Type: Fulltext
Article Type: Article
Document Type: Magazine/Journal; Trade
Word Count: 2372

... million households.

"It has taken decades for Fuji to get into the ranks of a brand name people will trust," and it may take decades more, Knickerbocker said. "No matter what we...just a matter of settling into a lit-for-tat war of retail incentives and buy -one-get-one offers , as many product categories , such as the beer industry just last summer, have seen such short-term tactical skirmishes...

10/3,K/6 (Item 5 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01482445 Supplier Number: 45236241 (USE FORMAT 7 FOR FULLTEXT)
Returning to core business
Brandweek SuperBrands, v0, n0, p100
Jan, 1995
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1496

... is increased competition from non-traditional retailers. Jeff Sinclair, a principal with consultancy St. James Group , points out that merchandise categories are blurring as consumers look for convenient venues. Mass merchandisers, drug stores and discount chains...

...doubled its line of cross-branded cookies, giving merit to its strategy of leveraging such brand names as Skippy peanut butter, Welch's jelly and Musselman's apple sauce in the cookie...value-based advertising, touting the low cost of a bowl of cereal. Kellogg also quit offering buy -one-get-one deals.

Consumers' penchant for healthful eating continues to be a boon for...

10/3,K/7 (Item 6 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01471438 Supplier Number: 45089375 (USE FORMAT 7 FOR FULLTEXT)
Nordstrom is ranked king of customer service.
WWD, v0, n0, pS12
Oct 26, 1994
ISSN: 0149-5380

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 531

... or variety was cited by 57 percent of respondents; 43 percent chose it for its brand names and quality; 20 percent picked it for location, and 17 percent cited ambience.

'It's...

...While some retailers have cut costs, sometimes resulting in lost services, Nordstrom has continued to offer first-rate pampering. Shoppers may check packages at a concierge desk, sip cappuccino at an espresso bar or consult...

...by-store basis, allowing for differences in customer demographics and preferences by location.

Instead of grouping merchandise by category, Nordstrom was one of the first apparel retailers to show fashion in departments...

10/3,K/8 (Item 7 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01420210 Supplier Number: 44494276 (USE FORMAT 7 FOR FULLTEXT)

'Quasi-Brands' Resurrect CE Profits

Discount Store News, v0, n0, p31

March 7, 1994

ISSN: 0012-3587

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 885

... first to try this approach a few years ago, with the Admiral and Bell & Howell brand names.

Kmart has made a similar commitment to a quasi-brand with the Philco logo. The...

...a lot of sense, following similar trends in other product categories. 'The impact of top brand names is wearing out somewhat,' he said. 'And in a lot of product areas, like clock...

...no top of the line; the product is the product. If you can resurrect a brand name that still registers with the consumer, so much the better.'

Kmart's program, which is...

...under a licensing agreement. Koss, Memorex, Kodak and other popular brands are now available in various product categories that may have little or nothing to do with the original company (Kodak Crayons come...

...extremely restrained in the private label and store brand arena, sticking to true commodities. Best Buy offers PL paper and a computer start-up kit; otherwise, the store is made up of...

10/3,K/9 (Item 8 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01385844 Supplier Number: 44035817 (USE FORMAT 7 FOR FULLTEXT)

Chains reveal their ethnic marketing strategies

Drug Store News, v0, n0, p12

August 16, 1993

ISSN: 0191-7587

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1619

... Stores, 'and with our new ad campaign, we're offering great savings on general market brand names as well as on the traditional (African-American) hair care items.'

Eckerd, meanwhile, is trying...

...mix into separate Hispanic departments. Now, Eckerd integrates Hispanic and African-American lines into its overall toiletry and general merchandise categories.

Managing ethnic marketing

To help coordinate its marketing initiatives to various ethnic segments, American Drug...

Convenient locations	3.9
Has an HBA specialization	3.8
Carries new products	3.6
Offers advice to shoppers	3.5
Provides one-stop shopping	2.9

10/3,K/10 (Item 1 from file: 702)

DIALOG(R)File 702:Miami Herald

(c) 2003 The Miami Herald Publishing Co. All rts. reserv.

10052063

GOING, GOING, GONE BONKERS: ONLINE 'YARD SALES' HOOK BARGAIN SHOPPERS

Miami Herald (MH) - Sunday, February 21, 1999

By: LIZ DOUP, Herald Staff Writer

Edition: Final Section: Tropical Life Page: 3K

Word Count: 2,120

...sites on the Internet, the hottest stride at the moment is eBay, a San-Jose based company whose name marries two key words, electronic and Bay Area.

But buyer beware. Some eBay buyers have...

...eBay's populist roots and the sheer scope of its merchandise are a powerful draw. More than 1.4 million items in 1,000 categories. Some new. Some used. Some discontinued, so you can't find this stuff in a ...couldn't contact the high bidder, he e-mailed Tenen, asking if he wanted to buy at Tenen's bid price.

Tenen e-mailed the seller no; he was no longer interested.
The seller accused...

...the university's attorney. He never heard from the seller again. Nor has that seller offered anything else for sale on eBay.

But Tenen is typical of many eBay users. An occasional bad experience hasn...

10/3,K/11 (Item 1 from file: 476)

DIALOG(R)File 476:Financial Times Fulltext

(c) 2003 Financial Times Ltd. All rts. reserv.

0008065847 BOFLOEIAGRFT

Mastering Management - Part 8 (5): Customers as strategic assets - New technology and new approaches to marketing are allowing companies to collect, analyse and use information about their customers. David Schmittlein describes the techniques, the advantages and some of the problems / Marketing

DAVID SCHMITTLEIN

Financial Times, P V

Friday, December 15, 1995

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

Word Count: 5,014

...that preference deeply or often.

Finally, the simple fact that the individual voluntarily elected to purchase the company's offering sets up a psychological pressure for this customer to feel good about that decision: that...For example, Procter & Gamble has sent questionnaires regarding customer brand preferences and product usage for several product categories to a set of US households.

What distinguishes this initiative from other consumer surveys is...a similar integrated communication programme to market its hair enhancement/growth product sold under the brand name Rogaine. An image-oriented television commercial contained a toll-free number for initial inquiry. Those...

15/3,K/1 (Item 1 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

1085971 00-56575
Quebecor Printing and World Color to Merge
Anonymous
Business Wire (San Francisco, CA, US) p1
PUBL DATE: 990712
WORD COUNT: 2,147
DATELINE: New York, NY, US, Middle Atlantic

TEXT:

...agreement provides for the acquisition by a subsidiary of Quebecor Printing pursuant to a tender offer to purchase for cash up to 23.5 million shares of common stock representing approximately 62 percent...an Europe and one of the largest in the United States and South America. The Company is a market leader in most of its major product categories which include magazines, inserts and circulars, books, catalogs, specialty printi directories, related services and CD...

15/3,K/2 (Item 2 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

1028037 99-92129
Ad agency stays alive after GM pulls plug
Radigan, Mary
Grand Rapids Press (Grand Rapids, MI, US) pB.8
PUBL DATE: 990113
WORD COUNT: 764
DATELINE: Grand Rapids, MI, US, North Central

TEXT:

...Xchange, the area's new regional phone company.

Marketing Tools, Inc., Messner's promotional and corporate identity products division and Northpointe Communications, its in- house broadcast production facilities for TV, radio and multi-media...

...from the other 12 agencies spent more than a year traveling around the country in order to bid against one another and secure three-year contracts, of which Messner won almost half. Once...

15/3,K/3 (Item 3 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0883488 98-44116
Retail: Hot, hot, hot -- From large discounters and retail superstores to grocery store chains, department stores and specialty shops, the word is expansion
Borfitz, Deborah
Florida Trend (St Petersburg, FL, US), V40 N9 p80
PUBL DATE: 980100
WORD COUNT: 958
DATELINE: FL, US, South Atlantic

TEXT:

...feared, Gordon says. It promises to open up opportunities for entrepreneurial types to sell certain categories of generic merchandise, such as books and brand - name electronic products. "Consumers have to trust the product and the Internet story," giving respected retailers...

...to Burdines' Watson. But now more than ever, the focus is on "product and assortment," offering customers "one-stop shopping" for all their apparel and accessory needs. Store sales for 1997 were expected to easily

15/3,K/4 (Item 4 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0793064 97-53050
Surf South Jersey
Piven, Joshua
Business Philadelphia (Philadelphia, PA, US), V8 N3 p21
PUBL DATE: 970300
WORD COUNT: 1,336
DATELINE: Philadelphia, PA, US, Middle Atlantic

TEXT:

...related sections of South Jersey Online and explored the other areas of the site. A shopping section offered "The Plaza," which itself offered sub-sections for information on particular kinds of merchandise.

You...

...Clicking on this button brings up a page of links to the Websites of the brand - name manufacturers in the selected category. For example, the "Sporting Goods" section provides a page of links to bike, ski and skate companies. The lists, however, are...

15/3,K/5 (Item 5 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0125757 90-08433
Indianapolis Drags Its Feet in Franchise Race
Parent, Tawn
Indianapolis Business Journal (Indianapolis, IN, US), V10 N44 s2 p8
PUBL DATE: 900205
WORD COUNT: 1,174
DATELINE: Indianapolis, IN, US

TEXT:

...goods or services using the trademark or logo of the franchisor.

Franchises fall into two categories : business format and product / trade name . The former, the faster growing and more comprehensive of the two, usually involves training, marketing...

...several sources recommended.

Federal law requires that franchisees receive the franchise agreement and Uniform Franchise Offering Circular prior to purchasing a franchise. These materials detail restrictions on operations, royalty arrangements, fees and other financial matters...

15/3,K/6 (Item 6 from file: 635)

DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0080234 89-03888

Seven Hundred Sears Stores to Unveil Brand Name Carpet Departments
Arms, Ernest L.
Business Wire (San Francisco, CA, US) s1 p1
PUBL DATE: 890105
WORD COUNT: 391
DATELINE: Chicago, IL, US

TEXT:

...the new carpeting departments are part of Sears strategy to offer a wide range of brand name merchandise in highly focused, dominant product categories .

The new carpeting departments in 726 Sears stores will offer more than 2,000 carpet...

...stores in mid-December to ensure a smooth national roll-out. All 726 stores that offer carpeting will sell national brand carpet as of Jan. 9.

Supplemental Information

Sears new national brand carpet program...

15/3,K/7 (Item 1 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01636831 Supplier Number: 48200135 (USE FORMAT 7 FOR FULLTEXT)

The 8 Commandments ... of design

Schmid, Jack
Catalog Age, p57
Jan, 1998
ISSN: 0740-3119
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1924

... free shipping on its busy covers, while Chef's Catalog regularly features special premiums with purchase . General merchant Fingerhut offers a multitude of free gifts and deferred payment plans; HoneyBaked Ham features a \$10 gift...

...likely to use these eight creative concepts differently, depending on what works best for its merchandise segment and target audience. As you focus on your brand identity differentiating your merchandise offer and creative presentation from the those of your competitors, understanding - and...

15/3,K/8 (Item 2 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01569522 Supplier Number: 46683339 (USE FORMAT 7 FOR FULLTEXT)
Studio Archetype architects and designs iQVC, QVC's interactive shopping service on the World Wide Web.

Business Wire, p09040183
Sept 4, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 395

... service that combines shopping with television programming, providing a totally integrated electronic retailing environment which offers shopping and entertainment 24-hours-a-day via television, computer and telephone.

"The demands of a...

...businesses.

QVC Inc. is the world's preeminent electronic retailer marketing a wide variety of brand name products in such categories as home furnishings, licensed products, fashion & beauty, electronics and fine jewelry. In addition to its...

15/3,K/9 (Item 3 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01542185 Supplier Number: 46286068 (USE FORMAT 7 FOR FULLTEXT)

Managed Growth
HFN The Weekly Newspaper for the Home Furnishing Network, p37
April 8, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 1677

... trade; Millennium, sold mostly to department stores, and Gourmetrix, sold to upscale accounts. Farberware electrics offerings , sold to both mass merchants and department and specialty stores, and the Russel Hobbs line of...spring dubbed Today's Lifestyle, the central theme carried through each of the firm's product categories . The campaign will prominently feature the International Silver brand name and the tag line 'Making Every Moment Special.'

'We look to fill voids and to...

15/3,K/10 (Item 4 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

00034703 Supplier Number: 48188641 (USE FORMAT 7 FOR FULLTEXT)

iQVC Sees S4M In Dec. Shipments
HFN The Weekly Newspaper for the Home Furnishing Network, p6
Dec 22, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 105

iQVC, which has more than 30 regularly featured product categories , has tailored new divisions specifically for brand name gift ideas. iQVC's holiday gift departments include "Gifts for Him," "Gifts for the Home," "Practical Presents," and "Christmas Shoppe." And for last-minute shoppers , iQVC offers express delivery for no extra charge on select items up until Monday, Dec. 22.

15/3,K/11 (Item 5 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

00017125 Supplier Number: 47995572 (USE FORMAT 7 FOR FULLTEXT)

ROCKY PLANS \$25M OFFER TO PAY DEBT

Owens, Jennifer

Footwear News, v53, n38, p13

Sept 22, 1997

ISSN: 0162-914X

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 187

... same price, raising nearly \$6 million.

Rocky will not receive any proceeds from the shareholders' sale . The offering is underwritten by J.C. Bradford & Co., Robert W. Baird & Co. Inc. and The Ohio...

...went public in 1993, says its current objective is to increase sales within its core product categories and markets as well as leverage its brand into new market segments.

15/3,K/12 (Item 1 from file: 387)
DIALOG(R)File 387:The Denver Post
(c) 2003 Denver Post. All rts. reserv.

00705514 (USE FORMAT 7 OR 9 FOR FULLTEXT)

BRIEFING

Denver Post, WED1 ED, P C-02

Wednesday, February 11, 1998

DOCUMENT TYPE: NEWSPAPER; BRIEFS LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT SECTION HEADING: BUSINESS

Word Count: 1,163

(USE FORMAT 7 OR 9 FOR FULLTEXT)

...to a product, has reached the coupon business. News America Marketing has launched "SmartSource," a brand name that the company will tie to promotional and marketing products . News America, a division of the News Corp., said it will get its name out through coupon machines in...

...face value selling for \$9,989.30. A total of \$13 billion in notes were sold out of bids totaling \$33 billion. Tuesday's auction was the first of three this week in Treasury...

15/3,K/13 (Item 1 from file: 713)
DIALOG(R)File 713:Atlanta J/Const.
(c) 2003 Atlanta Newspapers. All rts. reserv.

08202084

BUSINESS IN BRIEF Vista to change name to Fuqua Industries GEORGIA THE NATION THE WORLD ALSO NOTEWORTHY

Atlanta Constitution (AC) - Friday, July 21, 1995

By: Staff reports and news services

Section: BUSINESS Page: H/3

Word Count: 998

...headed the old company.

"We're interested in consumer products," he said, "things with some brand identity ."

- NEW PLANT: Inco Engineered Products Inc., an airplane parts manufacturer, has begun construction of a 40,000-square-foot plant in Effingham County. The...

... that includes Ellis Broadcasting Inc., an Atlanta television and radio company, also is considering a bid .

-PEARSON BUY : British media group Pearson PLC said Thursday it plans to buy the Interactive Data Corp...

15/3,K/14 (Item 1 from file: 735)
DIALOG(R)File 735:St. Petersburg Times
(c) 2000 St. Petersburg Times. All rts. reserv.

09202157

THE PRICE OF PERSONAL COMPUTING WHAT CAN YOU BUY FOR \$1,000?
St. Petersburg Times (PE) - SUNDAY July 20, 1997
By: DAVE GUSSOW
Edition: 0 SOUTH PINELLAS Section: BUSINESS Page: 1H
Word Count: 2,720

... Best Buy, which also expects the new customers to return for other hardware and software products .

The largest segment of the PC market is not from brand - name companies. In fact, the top five computermakers control less than half the \$120-billion PC...

... said DelGreco, 49, owner of Vegetable Kingdom, a neighborhood vegetable store in Gulfport that also offers fruit shipping orders through the Internet.

He had set a budget of \$1,000 to buy a computer...

15/3,K/15 (Item 2 from file: 735)
DIALOG(R)File 735:St. Petersburg Times
(c) 2000 St. Petersburg Times. All rts. reserv.

07678046

SPORTING MEGASTORE IS ON DECK FOR TYRONE
St. Petersburg Times (PE) - SUNDAY June 26, 1994
By: MARK ALBRIGHT
Edition: CITY Section: LARGO-SEMINOLE TIMES Page: 11
Word Count: 359

...more are planned in the next few years.

Sports Authority stores feature more than 900 brand names in 1,200 merchandise categories spread over 16 departments.

The Fort Lauderdale-based unit of Kmart Corp. bought the former...

...big institutional investors that own big chunks of Kmart stock.

Kmart is readying a public offering to sell a major chunk of its ownership stake in the Sports Authority to investors. Kmart plans....

15/3,K/16 (Item 1 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0003041831 B06APALAAJFT
GAF Drops Union Carbide Bid
PAUL TAYLOR
Financial Times, Section A. ED, P 14
Thursday, January 9, 1986
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 841

...to 35 per cent of its common stock, and announced plans to sell the consumer products division . Its brand name products include Eveready Batteries, Glad plastic bags and Prestone, Simonize and STP automotive products - businesses which...

...of stock as before.

Union Carbide has already indicated that the dollars 85 a share buy -back offer - comprising dollars 20 in cash and the rest in paper - for 47.1 m shares...

15/3,K/17 (Item 1 from file: 711)
DIALOG(R)File 711:Independent(London)
(c) 2003 Newspaper Publ. PLC. All rts. reserv.

09084168

What's in a name?

Independent (IN) - Tuesday, March 25, 1997

By: Meg Carter reports

Edition: 3 Section: Network Page: 0

Word Count: 758

TEXT:

... the mercy of Internet pirates who license familiar brand names for just pounds 50, then offer to sell them to their rightful owners for anything up to pounds 10,000. To combat this...

... legitimately using the name, Mr Deakin points out. The law divides trademarks across 42 different product and service categories , which means lesser known, smaller brand names could be used by different companies in different areas of business.

However, it has also...

16/3,K/1 (Item 1 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01125449 Supplier Number: 41469152 (USE FORMAT 7 FOR FULLTEXT)

TARGET HOPES TO HIT BULLSEYE WITH GREATLAND

Children's Business, v0, n0, p9

August, 1990

ISSN: 0884-2280

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 334

ABSTRACT:

...155,000 square feet, will be 50 percent larger than current Target stores and will offer wider shopping aisles and check-out lanes, bigger shopping carts, expanded merchandise categories, and additional customer services that have not been offered at Target Stores in the past.

...
... 155,000 square feet, will be 50 percent larger than current Target stores and will offer wider shopping aisles and check-out lanes, bigger shopping carts, expanded merchandise categories, and additional customer services that have not been offered at Target Stores in the past

16/3,K/2 (Item 1 from file: 735)

DIALOG(R)File 735:St. Petersburg Times

(c) 2000 St. Petersburg Times. All rts. reserv.

09215077

WTI FINANCIAL PRACTICES TAKE HIT FROM AUDIT

St. Petersburg Times (PE) - SATURDAY August 2, 1997

By: BARBARA BEHRENDT

Section: CITRUS TIMES Page: 1

Word Count: 914

... should look into allocating interest to sub-accounts, requiring budgets from school organizations, clarifying the bid policy on grouping buys of like items and examining the use of vending machine proceeds, the audit suggested.

- Times staff writer Ian...

18/3,K/1 (Item 1 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

02026042 Supplier Number: 69299717 (USE FORMAT 7 FOR FULLTEXT)
ATLANTA'S REVIVAL; A SURGE IN SPECIALTY STORES AND A STRONG SOUTHEAST ECONOMY SPELL GOOD TIMES FOR AMERICASMART.(AmericasMart Apparel)(Brief Article)

Lee, Georgia
WWD, p3S

Jan 10, 2001

ISSN: 0149-5380

Language: English Record Type: Fulltext

Article Type: Brief Article

Document Type: Magazine/Journal; Trade

Word Count: 528

... crossover merchandising, AmericasMart is expanding Philosophy, a prototype showroom that shows retailers how to successfully combine various categories, including gift, home items, apparel and accessories. The new Philosophy showroom will continue with hands-on visual merchandising seminars and educational events. The mart will offer buyers the chance to win a store makeover in April.

Bridal is the biggest niche market...

18/3,K/2 (Item 2 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

02018968 Supplier Number: 68764748 (USE FORMAT 7 FOR FULLTEXT)
ATLANTA'S REVIVAL.(AmericasMart Apparel)(Brief Article)

Lee, Georgia
WWD, p9B

Dec 13, 2000

ISSN: 0149-5380

Language: English Record Type: Fulltext

Article Type: Brief Article

Document Type: Magazine/Journal; Trade

Word Count: 642

... crossover merchandising, AmericasMart is expanding Philosophy, a prototype showroom that shows retailers how to successfully combine various categories, including gift, home items, apparel and accessories. The new Philosophy showroom will continue with hands-on visual merchandising seminars and educational events. The mart will offer buyers the chance to win a store makeover in April.

Bridal is the biggest niche market...

18/3,K/3 (Item 3 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01904470 Supplier Number: 62235621 (USE FORMAT 7 FOR FULLTEXT)
NESPRESSO TARGETS SPECIALTY RETAILERS VIA WEB PARTNER.(Brief Article)

Lieber, Ed

HFN The Weekly Newspaper for the Home Furnishing Network, p41

May 8, 2000

Language: English Record Type: Fulltext

Article Type: Brief Article

Document Type: Magazine/Journal; General Trade

Word Count: 333

... sales force that we can't afford," said Martin Grieder, president of Nespresso.

HotOffTheWire.com offers retail buyers the ability to search for product based on a number of criteria, including price point...

...supplier. It is a setup Grieder believes will ease the buying process. The site includes product from various home categories , including cookware, home comfort and kitchen electrics.

There are three products in Nespresso's line...

18/3,K/4 (Item 4 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01831581 Supplier Number: 57801907 (USE FORMAT 7 FOR FULLTEXT)
Mining self-reported lists.(Brief Article)

Girard, Peter
Catalog Age, v16, n11, p37
Oct, 1999
ISSN: 0740-3119
Language: English Record Type: Fulltext
Article Type: Brief Article
Document Type: Magazine/Journal; Trade
Word Count: 508

... Steaks also uses the Stamford, CT-based Polk Co.'s Lifestyle Selector database, which is compiled from product registration cards. "Some segments do well, and some don't, and when they don't, we go back and...

...says. (Omaha Steaks uses a two-part prospecting system, sending prospects a letter with an offer to buy selected products at a discount. Respondents then receive a catalog with their order and remain...

18/3,K/5 (Item 5 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01646587 Supplier Number: 48310428 (USE FORMAT 7 FOR FULLTEXT)
Sears debuts decor superstore
Tice, Carol
National Home Center News, p1
Feb 23, 1998
ISSN: 0192-6772
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 846

... the grand opening of its long-anticipated, warehouse-size The Great Indoors store.

Designed to offer female shoppers a one-stop destination for anything they desire for their home interiors, The Great Indoors is a hybrid, similar to a Home Depot Expo, that offers many typical home improvement product categories , including kitchen cabinets, flooring and bath fixtures, alongside non-home center products like bedding, tabletop...

18/3,K/6 (Item 6 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01030217 Supplier Number: 40433828
SLM Action Sports buys Coleco units
Playthings, v86, n7, p17
July, 1988

ISSN: 0032-1567

Language: English Record Type: Abstract

Document Type: Magazine/Journal; Trade

ABSTRACT:

Coleco Industries sold its swimming pools and snow goods divisions to SLM Action Sports (Morrisville, NC). Terms were not disclosed. The divisions, with sales of \$35 mil in 1987, represent about 45% of domestic product lines that Coleco offered to sell in order to raise cash and avert bankruptcy proceedings. The deal included a 315,000 ft² factory...

21/3,K/1 (Item 1 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

1035964 00-00417

**CMF&Z Subsidiaries Merge to Meet Client Demand; New Company Links
Marketers, Distributors and Customers**

Anonymous

PR Newswire (New York, NY, US) p1

PUBL DATE: 990204

WORD COUNT: 347

DATELINE: Cedar Rapids, IA, US, Midwest

TEXT:

...CMF&Z CEO and President. "We've listened to our clients, and this is what many of them need -- this is the direction that marketing is moving."

Baker explained that the...

...Bridgepoint currently serves 18 clients.

CMF&Z, a Young and Rubicam affiliate specializing in considered purchase product categories, offers a full spectrum of marketing communications services from Des Moines and Cedar Rapids, Iowa; Indianapolis...

21/3,K/2 (Item 2 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

1030006 99-94099

Dallas company buys 4 Class A office buildings

McLinden, Steve

Fort Worth Star-Telegram (Ft Worth, TX, US) p1

PUBL DATE: 990116

WORD COUNT: 403

DATELINE: Arlington, TX, US, Southwest

TEXT:

...days, Macfarlan said.

Andrea Peskind, who co-represented the buyer in the transaction, said such Class A products "garner attention from many buyers." The portfolio will offer immediate positive returns to Macfarlan in the form of renewals of expiring leases at 1999...

21/3,K/3 (Item 3 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0839940 98-00284

APCO celebrates 50 years in Lansing

Kennon, Jennifer

Greater Lansing Business Monthly (Lansing, MI, US) p32

PUBL DATE: 970800

WORD COUNT: 388

DATELINE: Lansing, MI, US, North Central

TEXT:

...customers with parts for appliance repair.

"We are a big, small company," said Nussdorfer. "Not many small companies can claim they've been in business for half a century. We have...

...company to maintain its status as an industry leader.

"APCO is extremely fortunate to have many long-term employees who have continuously worked hard to supply new products to customers in...

...special discounts to its customers. APCO uses toll-free telephone lines so customers can easily order parts, and offers clients product and systems training.

APCO has been widely recognized as an innovative company. APCO published the...

21/3,K/4 (Item 4 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0525704 94-80252
Castle Harlan Investment Group buys 150-store Strawberries music chain
Storer, Charles
PR Newswire (New York, NY, US) s1 p1
PUBL DATE: 940831
WORD COUNT: 364
DATELINE: New York, NY, US

TEXT:

...four years.

The majority of Strawberries and Waxie Maxie's retail outlets are located in shopping centers and offer customers a wide merchandise assortment in all categories of music (compact disc, cassette, mini-disc, digital compact cassette), video, blank tape and accessory...

...Harlan Partners are: Truck Components, Inc., INDSPEC Chemical Corporation, MAG Aerospace Industries, Inc. and Smarte Carte, Inc.

21/3,K/5 (Item 5 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0512130 94-66474
Entrepreneur credits employees for award
Bailey, Jack
State Journal (Charleston, WV, US), V10 N10 s1 p1
PUBL DATE: 940700
WORD COUNT: 668
DATELINE: South Charleston, WV, US

TEXT:

...Cambridge a success."

Founded in 1980, Cambridge has evolved into a developer and supplier of various educational materials ranging from books to computer software to videocassettes. Recently, the corporation began developing...

...raising children.

The channel will carry both educational programming designed for parents, as well as offer home shopping segments for products

designed with parents in mind.

The other outstanding entrepreneur's honored in West Virginia for...

21/3,K/6 (Item 6 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0466006 94-19256
Door-to-door salesmen are dying breed
Keough, Christopher
Parkersburg News (Parkersburg, WV, US) sBUS p--
PUBL DATE: 931226
WORD COUNT: 1,356
DATELINE: Marietta, WV, US

TEXT:

...weed out the shady characters in door-to-door sales have slowed the profession.

"So many (salesmen) were transient, (customers) didn't trust them," he said.

At one time traveling salesmen...

...is different today from when Avon started peddling its cosmetics 108 years ago.

"Because so many women are working, 55 percent of sales now is done in the workplace," she said.

Avon feels many customers in the hustling business world would rather visit with their "Avon Lady" on a...

...reason he doesn't like to be considered in the same light.

"There's so many people that go out and rip people off and I'd hate to get put..."

...too. A typical visit consists of Rexroad asking if he can service someone's vacuum, offer replacement parts or sell a product .

The diversity of experiences the job provides is what Rexroad like most about sales.

"I...

21/3,K/7 (Item 7 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0447300 94-00094
Goodbye to Leemark store
Hall, Jessica
Daily Record (Baltimore, MD, US) s1 p1
PUBL DATE: 931102
WORD COUNT: 571
DATELINE: Baltimore, MD, US

TEXT:

...hypermarket" by early next year.

The hybrid market, the metropolitan area's largest discount retailer, offered one-stop shopping , selling 85,000 categories of merchandise

from 18 types of stores--an Office Depot, Hechinger, Wal-Mart and Giant under one...

...In Europe, you don't have discounters, here it is nothing new. There's too many other discount places to shop here, there is no niche for something that big," said...

21/3,K/8 (Item 8 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0134269 90-16997
Re-Engineering the Company
Wieffering, Eric J.
Corporate Report Minnesota (Minneapolis, MN, US), V21 N4 s1 p57
PUBL DATE: 900400
WORD COUNT: 2,217
DATELINE: Minnetonka, MN, US

TEXT:

...experienced by some cancer patients. Didronel I.V., which has been on the market for several years, is expected to give Molecular Genetics time to build a marketing organization and to...

...rather than for general practitioners or internists. Large drug companies generally don't bother with many specialty groups, Tempero says, because the markets are small.

To find prospective drugs, Tempero and...1980s, but few of those companies have met the expectations of scientists, futurists, or investors. Many of the companies that were around to ring in the new decade were trading at...Didronel I.V., the company's cash reserves were \$31 million, derived from three public offerings and the sale of the plant division and animal research products . Santry estimates that, with those reserves, Molecular Genetics could afford to be as much as...

21/3,K/9 (Item 9 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0100173 89-24026
Martin's Quiet Hand Leads Jason Down Path of Success
Miller, Gary
The Business Journal-Milwaukee (Milwaukee, WI, US), V6 N37 s1 p10
PUBL DATE: 890626
WORD COUNT: 1,919
DATELINE: Milwaukee, WI, US

TEXT:

...be a story behind the name.

But the story behind the name -- and there are several -- is far less interesting than the story behind the company.

Jason is hardly a household...

...of its small businesses and focus on core businesses. Among those to be sold were several of the Industrial Products Group.

He and Mark Train, 47, then AMCA's senior vice...
...were showing those businesses, Martin said, when it occurred to them to put together an offer to buy three of the divisions : Janesville

Products , Jackson Buff and Osborn Manufacturing.

"We were familiar with them, they were very good businesses, and we felt they would make a nice core for a small, multi -industry type of company," he said.

Unlike a lot of people who spend their lives...an expert in electric power generation, but I've gotten an education over the past several months. The bottom line is, your electric utilities are looking to get into turbines to...

...helped Martin acquire the company from AMCA.

Like Jason, Oldenburg Group is made up of several , unrelated manufacturing companies. The two firms are even about the same size. But Oldenburg runs...

...The problem is, that puts a limit on your growth because there's only so many hours in a day. You either reach a capacity problem, or you end up missing...

21/3,K/10 (Item 10 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0087152 89-10848
Richard Schmidt
Buss, Dale
Florida Business-Tampa Bay (Tampa, FL, US), V4 N3 s1 p14
PUBL DATE: 890300
WORD COUNT: 2,066
DATELINE: St Petersburg, FL, US

TEXT:

...of nearly 50% in 1985 from an average of less than 25% during the previous several years.

"There was a lot of overextension of the company into markets they had no...

...of ball-valve components for Navy contractors, and wanted to expand that business. "But the bidding , purchasing and scheduling of new products quickly overwhelmed the division , and operating performance began to erode, says Cabrera. Portland Valve's earnings headed south, and...
...been able to keep our head count down. For the first time, Milton Roy is several thousand dollars over \$100,000 in annual sales per worker."

"No question," says Cabrera of...

21/3,K/11 (Item 11 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0037995 87-16701
Pittsburgh Joint Venture Now Pursuing Small Railroads
Teaff, Rick
Pittsburgh Business Times & Journal (Pittsburgh, PA, US), V7 N5 s1 p3S
PUBL DATE: 870921
WORD COUNT: 556
DATELINE: Pittsburgh, PA, US

TEXT:

...8 million and \$80.2 million in 1986, 1985 and 1984 respectively. Foster still distributes various rail products, but no longer is a producer.

Foster sold its Cincinnati-based Trackwork Division...

...The division made frogs, switches, turnouts and other products for railroads. Though the assets were sold, Foster continues to offer products from the division for sale through its marketing system.

21/3,K/12 (Item 12 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0021650 87-00333
Chesebrough-Ponds
Caldwell, Anita M.
The Business Times (East Hartford, CT, US), V8 N3 s1 p6
PUBL DATE: 860900
WORD COUNT: 1,174
DATELINE: Westport, CT, US

TEXT:

...Petroleum Jelly was born and booming.

While the Company continued to grow, reports of the varied uses of this new product poured in from around the world. Globs of vaseline lured ...

...In the spring of 1985, Chesebrough put up \$1.25 billion for the acquisition. Through many people raised a skeptical brow at this acquisition move, top executives deny the move was...Health-Tex was sold last year, and in June of this year, Chesebrough-Pond's offered to sell their Hospital Products Division .

Another reason for the restructuring, Cummings revealed, was that "these divisions no longer fit the..."

21/3,K/13 (Item 1 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01929134 Supplier Number: 63373748 (USE FORMAT 7 FOR FULLTEXT)
DM PEOPLE.
Direct Marketing, v60, n6, p67
Oct, 1997
ISSN: 0012-3188
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1194

... business in July 1996.

During his Burnett career, Singer also held account management positions for several other clients including Kellogg's, Heinz U.S.A. and First Brands. He also served...the University of Northern Iowa.

CMF&Z, a Young and Rubicam affiliate specializing in considered purchase product categories , offers a full spectrum of marketing communications services from Des Moines and Cedar Rapids, IA and...

21/3,K/14 (Item 2 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01876810 Supplier Number: 60087303 (USE FORMAT 7 FOR FULLTEXT)

Canada's first merged convention pleases all.

CAULFIELD, JOHN

National Home Center News, v26, n4, p11

Feb 21, 2000

ISSN: 0192-6772

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 876

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

Grouping of building products vendors lauded by many of 20,000 attendees ... banner and expects 750 stores to be converted to the Pro name over the next several months. The wholesaler also said it would roll out its electronic catalog, on which it...

...its Web site, www.castle.ca, that will be called Castle's Hardware Department and offer e-shoppers 50,000 items in 28 product categories . Weber Supply, the Ontario-based hardlines wholesaler that has had e-commerce capabilities since 1995...

21/3.K/15 (Item 3 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)

(c) 2003 The Gale Group. All rts. reserv.

01857816 Supplier Number: 59247368 (USE FORMAT 7 FOR FULLTEXT)

BUSINESS-TO-BUSINESS WEB SITES TARGET RETAIL BUYERS, SELLERS.

Do-It-Yourself Retailing, v177, n6, p81

Dec, 1999

ISSN: 0889-2989

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 395

... to mid-size retailers stand to benefit the most from the site's offering.

"Because many manufacturers can't cost effectively reach smaller retailers, these merchants have had limited access to..."

...transaction takes place and they can either sell products for a fixed price or take offers from prospective buyers .

Currently, the site lists items in 30 product categories including film, batteries, auto accessories, personal and healthcare appliances, housewares, cookware, hardware and lawn and...

...and information site for the building, lumber and wood products industry. The site currently lists more than \$ 1 million in products from 27 companies.

The site is the latest incarnation of what started...

21/3.K/16 (Item 4 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)

(c) 2003 The Gale Group. All rts. reserv.

01738321 Supplier Number: 54171974 (USE FORMAT 7 FOR FULLTEXT)

Creating a new media plan - a paradigm shift for catalogers.

Schmid, Jack

Target Marketing, v22, n2, p62(2)

Feb, 1999

ISSN: 0889-5333

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 1006

... latest, the second year. But they haven't built a buyer list of any size.

* Many veteran catalogers do a poor job of measuring what it costs to get a customer and prioritizing the various lists and outside media used in prospecting.

* Few catalogs measure the lifetime value (LTV) of...

...history, make it a #1 priority. I am amazed how poor the tracking is with many solid, well-run catalogs. If you're not tracking at least 90 percent of your...

...measurement. Start now!

3. Make certain to look at your merchandise results from new customers. Many catalogs develop a separate book for prospecting from the customer catalog. If you have a...

...media plan, the analysis will prove worthwhile if you can increase response rates and average order values (AOV) by offering the right products and categories .

4. Brainstorm and test front-end offers. We have seen special offers make a tremendous...

...or retail vendors.

* Experience inertia for making a change.

It is no wonder that for many mailings, 99 percent of people don't respond.

5. Break out of the box by...

21/3.K/17 (Item 5 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01715016 Supplier Number: 53955936 (USE FORMAT 7 FOR FULLTEXT)
The Battle For Web Turf.

Simpson, Burney

Credit Card Management, v11, n7, p24(1)

Oct, 1998

ISSN: 0896-9329

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 3099

... convince consumers to use its card the first time they make a Web purchase since many online merchants record card account information when a purchase is made.

The reasoning goes that...

...issuer will have an advantage if its card is used at a time when so many consumers are just starting to test the Internet sales waters.

"If I were a card...Express is trying a different approach to encourage cardholder Web use. It is investing in several firms that it believes will be important drivers of Web traffic, and has added to... companies put a brave face on the deal and in separate press releases announced a multi -year global partnership that included a Yahoo! Visa card, the "Visa Shopping Guide by Yahoo..."

...bottom of Yahoo!'s home page along with a link to the search engine's Shopping Guide, which offers 26 major product categories with about 250 merchants online.

Visa claims there are 2.7 million page views per...

...USA spokesperson says the card has seen a good response but declines to specify how many, cards have been issued.

The Next Thing

San Francisco-based NextCard, which describes its products...

...claims it had received 300,000 applications through August. A spokesperson wouldn't reveal how many cards are out.

The card currently is issued by the \$200 million-asset Heritage Bank

21/3,K/18 (Item 6 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01695795 Supplier Number: 53097787 (USE FORMAT 7 FOR FULLTEXT)

EDITOR'S NOTES.(Brief Article)

Lee, Georgia

WWD, p20S(1)

Oct 15, 1998

ISSN: 0149-5380

Language: English Record Type: Fulltext

Article Type: Brief Article

Document Type: Magazine/Journal; Trade

Word Count: 439

... buyers off elevators and escalators and into showrooms," said Lawton Hall. "And we want to offer buyers more categories of product to encourage them to stay longer."

Hall added that the apparel mart is targeting more...

...to avoid the conflict with Halloween. This year's show, hosted by Ivana Trump and several local news celebrities, will be a "black and white" ball, under the theme "Venetian Dreams..."

21/3,K/19 (Item 7 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01589228 Supplier Number: 46953836 (USE FORMAT 7 FOR FULLTEXT)

Globe-Trotting At HomeBrand

HFN The Weekly Newspaper for the Home Furnishing Network, p1

Dec 9, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; General

Word Count: 1161

... master.' Chaikin comes to HomeBrand from the apparel industry and was most recently with the product development and sourcing division of The Limited.

HomeBrand offers buyers product assortment packages and one-of-a-kind pieces at mass production prices, Chaikin said...

...of merchandising, which gives them the efficiency of ordering from one import source rather than myriad small companies.

About 20 percent of HomeBrand's mix is one-of-a-kind pieces...

...it's really not unique as a sourcing company. Other accessories companies to also supply multiple products. What is unique is the look and the great prices. Those factors will be...

...commitments at High Point were small to medium-sized, owner-operated companies, said Chaikin, although several major department and home stores visited the showroom. She said HomeBrand expects larger retailers will...

21/3,K/20 (Item 8 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01569155 Supplier Number: 46678534 (USE FORMAT 7 FOR FULLTEXT)

TCI Blasts Infomercials

Multichannel News, p1

Sept 2, 1996

ISSN: 0276-8593

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 522

... in 4 million homes by Nov. 1.

In addition, each home shopping network could get several million more of TCI's 15 million basic subscribers in the coming months.

Ordinarily, that...

...and Shop-At-Home on a part-time basis, specifically targeting the infomercial blocks that many basic networks run late at night.

'We're doing a few different services this fall...

...basic cable networks charge increasingly higher license fees to cable operators, but they still reserve several hours daily for infomercials. Subscribers are annoyed, and operators don't see any of the...

...McCormick said he's steadily reduced infomercial schedules, limiting them to fringe hours and screening products to focus on categories like fitness equipment in order to eliminate seamier offerings like 900-number psychic hot lines. 'What we've done is take the revenue from...

21/3,K/21 (Item 9 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)

(c) 2003 The Gale Group. All rts. reserv.

01466536 Supplier Number: 45043434 (USE FORMAT 7 FOR FULLTEXT)

Gap Sees Old Navy Evolving Into Its Biggest Division

Daily News Record, v0, n0, p3

Oct 4, 1994

ISSN: 1041-1119

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; General Trade

Word Count: 830

... balance between fashion and basics' and is seeking merchandise to tempt customers into making 'incremental' purchases . This includes offering new product categories such as shoes - which are currently carried in about 100 locations and will be expanded...

...this year the company has developed 14 new stores, and hopes to open another three. Many of these spots are former Fisher-Big Wheel locations.

Pamida's apparel departments carry some...

21/3,K/22 (Item 10 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)

(c) 2003 The Gale Group. All rts. reserv.

01460648 Supplier Number: 44982216 (USE FORMAT 7 FOR FULLTEXT)

MTV Delivers 'The Goods'

Daily News Record, v0, n0, pS-21

Sept 9, 1994

ISSN: 1041-1119

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; General Trade

Word Count: 352

... s South Shore.

Prior to the B & B-h program, a special Woodstock '94 The Goods

shopping segment aired offering collectible items like framed tickets, commemorative coins and a Woodstock '94 raincoat. The program ran on both...

...The Dick Van Dyke Show, will consist of a dress, jacket, top, pant and tote bag , among other things, modeled after Mary Tyler Moore's character on the show. Of course...

21/3,K/23 (Item 11 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01378710 Supplier Number: 43964746 (USE FORMAT 7 FOR FULLTEXT)
Lands' End Does It. Dell Does It? Why Not Big Blue? For one, the dealers.

Inside an awkward new strategy.
Brandweek, v0, n0, p22

July 12, 1993

ISSN: 1064-4318
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2048

... reps also are required to spend at least a day a week making outbound calls, many of them to prospects who have sent in cards to IBM's broader direct-response...

...sent to prospects who haven't previously contacted PC Direct. It lists some 400 products, more than one -fifth of them non-IBM-branded.

The cover, inspired by Lands' End, orchestrates a variety...

...end users who had previously contacted IBM PC Direct. It included more than 700 products, more than one -third of them non-IBM.

Supporting the effort will be new advertising from Grey Direct...
...including the ProLinea and DeskPro/i desktop lines and the Contura notebook line, along with various options and monitors.

As at IBM, the products were targeted primarily at small-business and ...

...advertise it,' Krumland said. She said that Compaq would watch closely to see if such segmented products are perceived by consumers as offering genuine benefit.

'Buyers may not know much about computers, but they know how to buy,' she said. 'So...

21/3,K/24 (Item 12 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01129217 Supplier Number: 41501943 (USE FORMAT 7 FOR FULLTEXT)
YELLOW PAGES

ADWEEK Eastern Edition, v0, n0, p25
August 20, 1990

ISSN: 0199-2864
Language: English Record Type: Fulltext Abstract
Document Type: Magazine/Journal; Trade
Word Count: 1488

... becoming more sophisticated marketers themselves. To make their books the directory of choice for consumers, many have included bright graphics, maps of tourist attractions and stories of local history. Others are...

...of specialty books to the nation's doorsteps, serving Chinese, Hispanics, blacks, women, boaters and myriad of other subsegments. San

Francisco-based Direct Language Inc. is even publishing directories of Hawaii...

...national advertisers looking to escape clutter in other media - launched "Brand Sell," a new space sale offering packaged-goods advertisers product exclusivity in categories related to their products. In a test in Pacific Bell's Yellow Pages, Teledyne's Shower Massage was advertised... ad, which tripled the calls.

Media buying is also benefiting from the reams of research. Many agencies have built computer databases capable of splicing their clients' per-store sales figures with...

...in an informational meeting to outline the issues the industry is facing on syndicated research. Several publishers, generally in the more competitive markets, remain resistant. But agency executives are hopeful that...

...to avoid heftier franchise fees. The discovery created a windfall, the agency executive chuckles, of several -hundred-thousand dollars - enough to pay for the entire Yellow Pages program for the year...

21/3,K/25 (Item 1 from file: 492)
DIALOG(R)File 492:Arizona Repub/Phoenix Gaz
(c) 2002 Phoenix Newspapers. All rts. reserv.

09837088

EBIZ SET TO DEBUT
Arizona Republic (AR) - Thursday, December 3, 1998
By: Compiled from reports by The Arizona Republic.
Edition: Final Chaser Section: Business Page: D1
Word Count: 120

TEXT:

...mart.com. The site will offer a business-to-business liquidation service with hundreds of categories of products being offered for sale at no or little cost to the listing firm.

Ebiz is negotiating with several companies to participate in the site's launch. Product offerings will initially focus on electronics...

21/3,K/26 (Item 2 from file: 492)
DIALOG(R)File 492:Arizona Repub/Phoenix Gaz
(c) 2002 Phoenix Newspapers. All rts. reserv.

04048072

HOME STORES CONCEPT SPARES HOUSE HUNTERS TRIP TO MODELS
Phoenix Gazette (PG) - FRIDAY June 5, 1987
By: Clare Gramer , The Phoenix Gazette
Edition: Final Section: Gazette Plus North Valley Page: 3ND
Word Count: 617

...anything and the agent knows the best deals, the best values."

In addition to helping buyers select a subdivision offering a product they like, agents will help buyers determine how expensive a home they can qualify for. They'll also work out payments based on various interest rates and do an analysis demonstrating the tax advantage of buying vs. renting.

Once...

21/3,K/27 (Item 1 from file: 494)
DIALOG(R)File 494:St LouisPost-Dispatch

(c) 2003 St Louis Post-Dispatch. All rts. reserv.

10241130

SUNDAY TIPSHEET

St. Louis Post Dispatch (SL) - Sunday, August 29, 1999
By: Christopher Carey
Of The Post-Dispatch
Edition: FIVE STAR LIFT Section: BUSINESS Page: E2
Word Count: 1,027

...that online shoppers are ready for big-ticket items.

Taking a page from Neiman Marcus, Buy the Best is offering 30 "best of class" products for people with a taste for luxury and a budget to match.

Golfers who go...

...a year's worth of dues at a modest country club. Throw in a \$900 bag and the full package approaches \$4,400.

Anyone in the market for a sport-utility...

21/3,K/28 (Item 1 from file: 703)
DIALOG(R)File 703:USA Today
(c) 2003 USA Today. All rts. reserv.

08687438

Adventures in the great outdoors and the minutiae of bits of matter
USA TODAY (US) - THURSDAY December 23,
By: Sam Vincent Meddis
Edition: FIRST Section: LIFE Page: 03D
Word Count: 472

...com

* Find out what the movers and shakers think the millennium holds -- part of the many prognostications you'll find at ForecastCenter. You'll find predictions on everything from business and...

...it.

www.ecomplaints.com

* Sampleville boasts that it doesn't just find the greatest free offers -- "we actually order them for you!" Categories from beauty products to food. Registration is required, but membership is free.
www.sampleville.com

USA TODAY lists...

21/3,K/29 (Item 1 from file: 713)
DIALOG(R)File 713:Atlanta J/Const.
(c) 2003 Atlanta Newspapers. All rts. reserv.

09837152

**ONLINE SITES OF THE WEEK FROM CORNER STORE TO CYBERSTORE CLICK AND BAG :
BROWSE MAJOR RETAILERS ON NET**
Atlanta Journal-CONSTITUTION (AJ-CONSTITUTION) - Thursday, December 3, 1998
By: Theresa Walsh Giarrusso
Section: Buyer's Edge Page: BE/(CONSTITUTION): 04
Word Count: 512

ONLINE SITES OF THE WEEK FROM CORNER STORE TO CYBERSTORE CLICK AND BAG :

BROWSE MAJOR RETAILERS ON NET

TEXT:

... d feel safer if you knew you were dealing with trusted retailers. We found that many tried-and-true favorites offer an online shopping alternative.

Most stores can still ship in...

...questions or to order by phone.

Macy's at <http://www.macys.com>

Macy's offers online ordering from eight categories of goods : home,

women, men, kids, cosmetics, fragrance, accessories and jewelry. It also has a what's...

21/3,K/30 (Item 2 from file: 713)
DIALOG(R)File 713:Atlanta J/Const.
(c) 2003 Atlanta Newspapers. All rts. reserv.

07296100

25 YEARS OF GROWTH AT ELECTROMAGNETIC SCIENCES
Atlanta Constitution (AC) - Friday October 22, 1993
By: Elliott Brack
Section: EXTRA Page: J/2
Word Count: 546

TEXT:

... s one of the few things unchanged about the researcher's office. Today he and more than 1 ,000 employees of Electromagnetic Sciences Inc. will mark 25 years of operation.

Started in 1968...

... president for research with Scientific Atlanta. When SA decided to concentrate on other lines, Pippin offered to buy his division 's product line.

He sought money in Texas and they "made a decision on the spot to..."

21/3,K/31 (Item 1 from file: 735)
DIALOG(R)File 735:St. Petersburg Times
(c) 2000 St. Petersburg Times. All rts. reserv.

05084338

KNIGHT-RIDDER SELLS TELEVISION STATIONS
St. Petersburg Times (PE) - MONDAY October 30, 1989
By: States News Service
Edition: CITY Section: BUSINESS Page: 22
Word Count: 714

...from 16.5 percent to 8.25 percent or 265,000 common shares.

Updyke and several entities associated with him sold 265,000 Southward Ventures shares Oct. 15 for 66 cents...

...SSMC was formerly owned by Tampa-based Singer Co.

International Semi-Tech has received two offers to buy the North American Products Division and Cutters, but has not acted on the

offers.

A group of banks led by...

26/3,K/1 (Item 1 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

2008731 50960931
A SCRAPPY INDEPENDENT FAMILY-OWNED COMPANY SPURNS BUYOUT OFFERS
Meyer, Brian
Buffalo News pD1
Mar 9, 2000
WORD COUNT: 936
DATELINE: Buffalo New York

A SCRAPPY INDEPENDENT FAMILY-OWNED COMPANY SPURNS BUYOUT OFFERS

TEXT:

...to be sold to customers like Outokumpu American Brass Co., melted down and transformed into various products .

In another section of the plant, discarded litho sheets from printing companies have been compacted into huge blocks...

26/3,K/2 (Item 2 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

1073935 00-41294
Perstorp AB Makes Offer to Acquire Endogen, Inc.
Anonymous
PR Newswire (New York, NY, US) p1
PUBL DATE: 990527
WORD COUNT: 403
DATELINE: Rockford, IL, US, North Central

TEXT:

...value of approximately \$13.6 million. PerBio Science AB, which is a leading supplier in several life-science product segments , consists of the American companies Pierce Chemical Company of Rockford, Illinois and HyClone Laboratories, Inc...

...AB will be merged into Endogen, Inc. and any Endogen, Inc. shares not tendered and purchased in the tender offer will be converted into the right to receive \$3.75 per share in cash.

In...

26/3,K/3 (Item 3 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0959868 99-22652
Family biz takes flight by adorning females
Zimmerman, Malia
Pacific Business News (Honolulu, HI, US), V36 N13 p14
PUBL DATE: 980615
WORD COUNT: 891
DATELINE: Kailua, HI, US, Pacific

TEXT:

...keep their price points diverse enough to allow nearly anyone who enters the store to purchase an item. "We offer a bead that looks like a penny for one cent. The highest-priced item we...

...and educated about the environment, so they appreciate our natural fabrics. They also understand that many of our products from different parts of the world help causes like saving the rain forests and starting eye and dental...

26/3,K/4 (Item 4 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0908536 98-69665
Electrical company owners cash in on IPO 'Roll-up' allows owners to stay on, target acquisitions
Lombaerde, Geert De
Cincinnati Business Courier (Cincinnati, OH, US), V14 N44 p1
PUBL DATE: 980227
WORD COUNT: 793
DATELINE: West Chester, OH, US, North Central

TEXT:

...period also prohibited Integrated Electrical or any of its member companies from making any formal offers to prospective buyout candidates.

"Until now, we couldn't get into hot and heavy negotiations," he said.
"Now..."

...taking them public to pay for the acquisitions. Several such deals have recently begun to consolidate parts of the medical products, floral distribution and wood manufacturing industries, among others. Locally, Medic One was formed about three...

26/3,K/5 (Item 5 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0732984 96-91495
Bon-Ton goes high-tech to capture customers
Linstedt, Sharon
Buffalo News (Buffalo, NY, US) pD1
PUBL DATE: 960808
WORD COUNT: 600
DATELINE: Buffalo, NY, US, Middle Atlantic

TEXT:

...their order via the telephone. At this time Bon-Ton has no immediate plans to offer direct, on-line purchasing capability.

Jan Ladnier, Bon-Ton's senior vice-president for marketing and corporate communication, said...

...seasonal and sale circulars, the Internet site will be updated regularly to focus attention on many different merchandise segments .

In early September, the spotlight will be on the latest in fall fashions from the...

26/3,K/6 (Item 6 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0528714 94-83346

Mercantile takeover rumors fly: Stock soars after May Co. reported as possible buyer

Reese, Shelly

Cincinnati Enquirer (Cincinnati, OH, US) sA p1

PUBL DATE: 940909

WORD COUNT: 601

DATELINE: Fairfield, OH, US

TEXT:

...Dan Dorfman reported rumors that St. Louis-based May had made a \$58-per-share offer to buy Mercantile, which owns 101 stores, including the McAlpin's chain.

May has reportedly been after...

...It moved its corporate headquarters from New York to Fairfield in 1992 and has since consolidated divisions, revamped its product development department and shuffled managers.

Those efforts did little to propel lagging earnings until the...

26/3,K/7 (Item 7 from file: 635)

DIALOG(R)File 635:Business Dateline(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

0398480 93-49953

Bombardier fast track to the future? Bringing high-speed trains to this continent may be the company's biggest challenge yet

Yakabuski, Konrad

Toronto Star (Toronto, ONT, Canada) sH p1

PUBL DATE: 930523

WORD COUNT: 2,324

DATELINE: Montreal, QUE, Canada

TEXT:

...kilometres (44 miles) from Mexico City, it has lost the only two contracts it has bid for, leaving its order book increasingly empty.

While the company intends to bid on a third contract this month...the turnarounds in Bombardier's motorized consumer products division and its financing arm, Bombardier Capital Group (BCG).

The consumer products division rebounded to record a \$29 million pre-tax profit in fiscal 1993, compared to losses...

26/3,K/8 (Item 8 from file: 635)

DIALOG(R)File 635:Business Dateline(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

0242777 91-66708

Small Retailers Join Hands to Achieve Marketing Goals

Prinzing, Debra

Puget Sound Business Journal (Seattle, WA, US), V12 N19 s1 p14

PUBL DATE: 910930

WORD COUNT: 911

DATELINE: Seattle, WA, US

TEXT:

...each vendor 20 seconds to describe his one special deal to the audience of retail buyers. LaShance controls the " bidding " as he asks retailers to hold up their store numbers and commit to purchases.

"The...

...entry-level shoe niche," says Orkney.

World Wide buyers attend major national trade shows in several merchandise categories including sporting goods , shoes, men's and women's apparel, hardware, lawn and garden, housewares and toys.

Representatives...

26/3,K/9 (Item 9 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0207518 91-29183
Badger Meter Reports First Quarter Results
Zimmer, Joan
Business Wire (San Francisco, CA, US) s1 p1
PUBL DATE: 910418
WORD COUNT: 429
DATELINE: Milwaukee, WI, US

TEXT:

...sales of new products increased in both divisions. These include the new Orion valve and various natural gas instrumentation products in the Industrial Division and automatic meter reading products and large meters in the Utility Division," he added.

Forbes...

...unfavorable changes in the product mix in both divisions, a higher proportion of lower-margin bid orders in the Utility Division and the reduced sales in the Industrial Division which traditionally has...

26/3,K/10 (Item 10 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0192829 91-14223
1990 -- A Year in Review
Anonymous
Business First-Louisville (Louisville, KY, US), V7 N23 s2 p11-B
PUBL DATE: 910107
WORD COUNT: 4,699
DATELINE: Louisville, KY, US

TEXT:

...Inc. clears bankruptcy. The Louisville dealer selling the Yugo hopes the importer and distributor will offer car buyers rebates in order to spur sales. Metropolitan Lincoln Mercury Merkur Yugo has more than 100... nearly \$400,000 may soon be covered by the insurer.

* Louisville Gas & Electric Co. has offered to buy 64 acres of property from the H.J. Scheirich Co. The sale is part of...products.

* Doe-Anderson Advertising lost a sizable chunk of business when the maker of Frigidaire products consolidated its appliance divisions .
* EPI Corp. to build second East End nursing home.

* United Airlines isn't making any...

26/3,K/11 (Item 11 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0158272 90-41431
Carl's Jr. Offers Hands-On Ordering
Parks, Patricia
Business Wire (San Francisco, CA, US) s1 p1
PUBL DATE: 900814
WORD COUNT: 178
DATELINE: Anaheim, CA, US

Carl's Jr. Offers Hands-On Ordering

TEXT:

...time, reducing their wait time.

The computer display shows the names of Carl's Jr. items grouped in categories to make ordering hamburgers, sandwiches, salads or beverages easy. At the close of an order...

26/3,K/12 (Item 12 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0144305 90-27332
High-Tech Calling at Home Shopping Network
Egner, Floyd
Florida Business-Tampa Bay (Tampa, FL, US), V5 N6 s1 p20
PUBL DATE: 900600
WORD COUNT: 6,410
DATELINE: US

TEXT:

...much each of them buys. Consequently, most closely guarded of all is information about the buyers of HSN's offerings. No one at HSN, for example, will confirm or even comment on a one-time...off-limits as too competitively sensitive. Wandler also acknowledges that HSN has moved toward more segmentation of its product offerings, grouping similar items such as in a recently begun three-hour show featuring consumer electronics.

"We've developed...

26/3,K/13 (Item 13 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0055557 88-13086
Second National's Offer Rejected for Meritor Branches
Spitzler, A. C.
Baltimore Business Journal (Baltimore, MD, US), V5 N47 s1 p1
PUBL DATE: 880502
WORD COUNT: 1,052
DATELINE: Salisbury, MD, US

TEXT:

...purchase the Baltimore-based Eastern Stainless Steel Division. Board chairman Heisley would purchase the Industrial Products Group, a division of company that is located in the Midwest.

"They've been paid off by Cyclops...

...has since been replaced with the plan to liquidate. Eastmet had originally turned down an offer from Cyclops to buy Eastern Stainless for an undisclosed sum, but accepted a second offer in March for \$56...

26/3,K/14 (Item 1 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01869753 Supplier Number: 59544737 (USE FORMAT 7 FOR FULLTEXT)

hot copy.

Clack, Erin E.

Children's Business, v15, n2, p17

Feb, 2000

ISSN: 0884-2280

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1678

... boutique located in Liberty, Missouri, reports healthy sales of cachcach's cozy pink chenille layette items. The grouping ranges in retail price from \$11 for a baby powder sachet to \$42 for a...promotional push with the help of widespread circulars, in-store signage and a gift-with-purchase offer. Overall, Fording believes this unique retail partnership promises to garner greater exposure for Miffy among...

26/3,K/15 (Item 2 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01833464 Supplier Number: 58374555 (USE FORMAT 7 FOR FULLTEXT)

HEIMTEXTIL 2000 EXPANDS FASHION PRESENTATIONS; INTERNATIONAL SHOW FOR HOME TEXTILES PROMISES COLOR AND DESIGN INSPIRATION. (Brief Article) (Statistical Data Included)

Devine, Michael D.

HFN The Weekly Newspaper for the Home Furnishing Network, p10

Dec 6, 1999

Language: English Record Type: Fulltext

Article Type: Brief Article Statistical Data Included

Document Type: Magazine/Journal; General

Word Count: 349

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

HFN REPORT-Beyond offering buyers a wealth of new product, Heimtextil is an important source of inspiration for the global...

... countries with an expected attendance of 72,000 visitors from 150 countries.

Heimtextil focuses on many categories of textile products for the home. There will be 454 exhibitors of home furnishings fabrics, 377 suppliers of...

26/3,K/16 (Item 3 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01830882 Supplier Number: 58065165 (USE FORMAT 7 FOR FULLTEXT)

INTRODUCTION TO THE SPECIAL ISSUE: ASSORTMENT PLANNING.

KAHN, BARBARA E.

Journal of Retailing, v75, n3, p289

Fall, 1999

ISSN: 0022-4359

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2001

... between the format of the assortment and elements of the marketing mix, such as promotional offerings, on purchase.

In "Consumer Strategies for Purchasing Assortments within a Single Product Class," Jack K. H. Lee...

...decision from the consumer perspective rather than from the retailer perspective. Consumers are frequently buying more than one good within a product category or across categories and they have to estimate how they will consume the goods over time. Because preferences...

26/3,K/17 (Item 4 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01817614 Supplier Number: 57516972 (USE FORMAT 7 FOR FULLTEXT)
LENOX AGGRESSIVELY PURSUES MULTIPLE CATEGORIES; FOCUS IS ON PHOTO FRAMES, ALTERNATIVE METAL AS A NEW CATEGORY, AND CASUAL LIVING.

Zisko, Allison
HFN The Weekly Newspaper for the Home Furnishing Network, p32
Nov 1, 1999

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 930

(USE FORMAT 7 FOR FULLTEXT)

TEXT:
NEW YORK-Lenox plans to bolster its leadership position across several tabletop categories by adapting its product offerings to the way consumers live today.

... frame in three different sizes, Lenox is gearing this new collection to the way consumers buy frames, offering an assortment of 10 different bone-china designs, Scala said.

Wedding Promises has been given...

26/3,K/18 (Item 5 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01751194 Supplier Number: 54590897 (USE FORMAT 7 FOR FULLTEXT)
LUNT MASTERS THE ABCS OF BABYWARE BUSINESS.(Lunt Silversmiths' new silverware collection)

Zisko, Allison
HFN The Weekly Newspaper for the Home Furnishing Network, p42(1)
April 26, 1999

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 408

(USE FORMAT 7 FOR FULLTEXT)

TEXT:
...high-end of the tabletop market, Lunt Silversmiths will offer new sterling silver and silverplate products in several categories at the New York Spring Tabletop Show.

... them forged, ranging in retail price from \$75 to \$150.

Millennium fever has spurred barware purchases; Couzon will offer products that tie into entertaining, but last beyond New Year's Eve. New accessories include...

26/3,K/19 (Item 6 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01743723 Supplier Number: 54350227 (USE FORMAT 7 FOR FULLTEXT)
Media buying consumer style: it's another way of life.(advertising in
medical journals)
Leibman, Milton
Medical Marketing & Media, v34, n3, p68(4)
March, 1999
ISSN: 0025-7354
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2055

... of \$125 million, and a staff of 12. His firm plans and buys space
for many consumer product categories , entertainment and media, and
Glaxo Wellcome prescription pharmaceuticals.

This is the way it works. Media...lines, such as those reflecting a
business plan for advertising growth; upgrading a regional space order to
full run; offering exclusivity within a category; charging a
higher-than-earned frequency rate.

Publications are involved in...

26/3,K/20 (Item 7 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01714216 Supplier Number: 53691501 (USE FORMAT 7 FOR FULLTEXT)
HOLMES TO BUY RIVAL IN H'WARES MEGA-MERGER.
Eckhouse, Kim
HFN The Weekly Newspaper for the Home Furnishing Network, p1(1)
Dec 21, 1998
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 720

... the merger agreement, Holmes, through its subsidiary, Moriarty
Acquisition Corp., will commence a cash tender offer to purchase all
outstanding shares of Rival common stock for \$13.75 per share. The
transaction is...

...retailers and speak directly to the consumer."
"I think it's a very positive thing overall , said Kim Horner,
divisional merchandise manager for small electrics at Pamida, which
carries both Holmes and Rival products. "Holmes is..."

26/3,K/21 (Item 8 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01678572 Supplier Number: 50228578 (USE FORMAT 7 FOR FULLTEXT)
European C&T 1997: Growth goes up a gear, Part 1
European Cosmetic Markets, n8, pN/A
August, 1998
ISSN: 0957-1515
Language: English Record Type: Fulltext
Article Type: Article
Document Type: Magazine/Journal; Trade
Word Count: 2196

... C&T market once again managed to outpace the
previous year's growth with total sales across all product
categories by approximately 3.7% to reach t \$31.5bn (at current at
exchange rates). This...

...in the opposite direction. Industry sources also stress that the number of consumers open to buying various C&T offerings is increasing as penetration levels of some items which were previously less popular rise. An...

26/3,K/22 (Item 9 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01477954 Supplier Number: 45182645 (USE FORMAT 7 FOR FULLTEXT)
Best Buy Invades So-Cal Market With 7 Stores, Aggressive Pricing
Billboard, v0, n0, p77
Dec 3, 1994
ISSN: 0006-2510
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 934

... entertainment retailers, as the chain edges in on music, video, and electronics turf.

'We sell product in many different categories,' says Abrams. 'On top of that, our product selection and prices are actually better than...'

...foot video section is modest by comparison, with 12,000 video titles in stock. Best Buy does not offer video rentals.

The Torrance store also sells a vast array of computer hardware and software...

26/3,K/23 (Item 10 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01371091 Supplier Number: 43888285 (USE FORMAT 7 FOR FULLTEXT)
Covering New Territory: Discounters Become Dominant In Wallcoverings Due to Consumer Trend
Discount Store News, v0, n0, pHMT 19
June 7, 1993
ISSN: 0012-3587
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1611

... have window toppers that coordinate with wall treatments, and noted that in-store designers can offer special order ensembles in comforters, dust ruffles, shower curtains and even match kitchen and bath accessories.

At...

...the chain's emphasis on design services, and its success at cross-merchandising wallcoverings with several other decor-type product categories .

On the manufacturing side, Borden's Enzweiler said the industry is more aggressive and creative...

26/3,K/24 (Item 11 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01282989 Supplier Number: 42984719 (USE FORMAT 7 FOR FULLTEXT)
Show Debuts Get Cheers but Few Placements
HFD-The Weekly Home Furnishings Newspaper, v0, n0, p82
May 11, 1992

ISSN: 0746-7885
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1106

... channels. Many vendors also say they are introducing value-added packages to entice consumers to buy while offering retailers higher price points.

"It's been up and down all year," said Alan Michelson...

...counting on growth by offering more value.

"We are looking at building synergies from our various cleaning goods divisions to come up with a more value-added promotions in the category," said Cockfield. But...

26/3,K/25 (Item 12 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01268732 Supplier Number: 42849845 (USE FORMAT 7 FOR FULLTEXT)
KC restaurateur bids for bankrupt CRM group
Nation's Restaurant News, v0, n0, p1
March 23, 1992
ISSN: 0028-0518
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 537

... will be paid back over a 10-year period.

"The liberal financing terms that were offered to the buyer were offered as an inducement to act as a white knight in this very difficult situation," commented...

...Hill's tenure as president, founding partner Richard May, now president of the specialty restaurant division of Consolidated Products Inc., ran the company.

26/3,K/26 (Item 13 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2003 The Gale Group. All rts. reserv.

01237936 Supplier Number: 42513230 (USE FORMAT 7 FOR FULLTEXT)
Dealers find it's not easy to be green
National Home Center News, v0, n0, p16
Nov 11, 1991
ISSN: 0192-6772
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1054

... same price for both.

Despite price differences, Seigle's and other dealers stock "green" alternative products in as many categories as possible, within their respective departments.

But Mark Seigle noted that his chain so far...

...his customers.

The potential for losing some customers hasn't stopped many of the hardlines buying groups from offering green ad programs. Some of these center around Earth Week (toward the end of April...).

26/3,K/27 (Item 14 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)

(c) 2003 The Gale Group. All rts. reserv.

01205457 Supplier Number: 42205899 (USE FORMAT 7 FOR FULLTEXT)

Stanley Buys Stock, Files Suit To Rebuff Newell's Advances

Discount Store News, v0, n0, p3

July 8, 1991

ISSN: 0012-3587

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 1078

ABSTRACT:

...charged that competition would be lessened considerably if Newell acquired control because they compete in numerous product categories , including hand tool, office supplies, hardware and paint applicators. Newell had not filed an answer...

... charged that competition would be lessened considerably if Newell acquired control because they compete in numerous product categories , including hand tool, office supplies, hardware and paint applicators. Newell had not filed an answer...

...Newell then would be free to take another step toward a takeover, making a public offer to buy the Stanley stock it doesn't already own.

Newell would have to spend about \$900...

26/3,K/28 (Item 15 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)

(c) 2003 The Gale Group. All rts. reserv.

01176694 Supplier Number: 41931122 (USE FORMAT 7 FOR FULLTEXT)

Regionals Lure Buyers With Extras

WWD, v0, n0, p1

March 13, 1991

ISSN: 0149-5380

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 1641

... campaign offers free hotel accommodations and air fare to any retailer leaving \$200,000 in orders .

Other promotions offer buyers prizes of open-to-buy dollars, hotel and air fare discounts, as well as rent...

...have caused buyers to make fewer or shorter trips to market, many regional marts are combining shows for various classifications of merchandise into megamarkets to give retailers more bang for their expense buck.

The Dallas Apparel Mart...

26/3,K/29 (Item 16 from file: 570)

DIALOG(R)File 570:Gale Group MARS(R)

(c) 2003 The Gale Group. All rts. reserv.

01119956 Supplier Number: 41422858 (USE FORMAT 7 FOR FULLTEXT)

Penney's takes the high road home: Retailer pursues upscale home business with new look and focus

HFD-The Weekly Home Furnishings Newspaper, v0, n0, p14

July 2, 1990

ISSN: 0746-7885

Language: English Record Type: Fulltext Abstract

Document Type: Magazine/Journal; Trade

Word Count: 1625

... Fulcomer reported that some of the higher price points offered by

Portfolio were also being offered , although independently purchased , by Penney's. An admirer of The Bombay Store accent furniture thrust, he reported Penney...

...Penney home oriented packages holds a high priority, the executives said. Full-color photos of merchandise groupings were shot in a studio environment, and the same concept was communicated to stores as...

26/3,K/30 (Item 1 from file: 492)
DIALOG(R)File 492:Arizona Repub/Phoenix Gaz
(c) 2002 Phoenix Newspapers. All rts. reserv.

07112181

INTERNATIONAL TRADE LEADS

Arizona Business Gazette (AB) - THURSDAY, April 22, 1993
Edition: Weekly Section: Business Leads Page: 35
Word Count: 399

TEXT:

... how to access the "Network," contact the World Trade Center Arizona at (602) 495-6480.

OFFERS TO BUY

STEEL GRIT FOR GRANITE

CUTTING

We import and stock steel grit and other blasting medias...

... and various add-on cards etc. 5. Buying agent for the customers outside Taiwan cover various electronic parts and products 6. Vibration tester and measuring instrument from Japan.

Contact: Utek Computers, Roger Lee

Address: Taipei...

26/3,K/31 (Item 2 from file: 492)
DIALOG(R)File 492:Arizona Repub/Phoenix Gaz
(c) 2002 Phoenix Newspapers. All rts. reserv.

05631274

FAIN LAND AND CATTLE CO. VS. HASSELL
ARIZONA BUSINESS GAZETTE (AB) - FRIDAY May 11, 1990
Edition: WEEKLY Section: LAW/COURTS Page: 36
Word Count: 13,093

... require that the state land be placed at public auction and sold to the highest bidder . In order for Arizona to legitimately permit exchanges of school trust land, it must amend the state...they are authorized by the constitutional language referring to "other disposal" or "any disposition" in various sections of article 10. This argument is again contradicted by the fact that the 1910 Enabling Act did...

26/3,K/32 (Item 1 from file: 494)
DIALOG(R)File 494:St LouisPost-Dispatch
(c) 2003 St Louis Post-Dispatch. All rts. reserv.

04568526

SMOKE SCREENED R.J. REYNOLDS TEST MARKETS NEW CIGARETTE IN ST. LOUIS
ST. LOUIS POST DISPATCH (SL) - SUNDAY October 23, 1988
By: Robert Steyer

Of the Post-Dispatch Staff
Edition: LATE FIVE STAR Section: BUSINESS Page: 1E
Word Count: 2,455

...buy-one-get-one-free tactic is common for new product introductions, but Reynolds is offering a buy -two-get-two-free display that St. Louis retailers and company officials say is unprecedented...

... from a screening services," Iauco explained. "These services send consumers a list of questions on various products categories . The consumers get free samples and return the questionnaires. The services sell us the names...

26/3,K/33 (Item 1 from file: 638)
DIALOG(R)File 638:Newsday/New York Newsday
(c) 2003 Newsday Inc. All rts. reserv.

09344005

PLUGGED IN: THE 1997 BUYING GUIDE / The Virtual Mall Click, Pay / Web shoppers may spend more than \$1 billion this season.
Newsday (ND) - Wednesday December 10, 1997
By: Bob Rankin. SPECIAL CORRESPONDENT
Edition: ALL EDITIONS Section: PLUGGED IN Page: C08
Word Count: 1,414

... be great spots to pick up used computer equipment and other items, but before you bid or buy know who's selling the item and find out the terms of the sale, including...to regular bookstore prices.

Yahoo / Visa Shopping Guide (shopguide.yahoo.com) -- Links to vendors in many different product categories , consumer tips and an ATM locator.

Compare.Net (www.compare.net) -- A complete source for...

26/3,K/34 (Item 2 from file: 638)
DIALOG(R)File 638:Newsday/New York Newsday
(c) 2003 Newsday Inc. All rts. reserv.

05031103
LEDGER LEXIS VS. LEXUS
NEWSDAY (ND) - Tuesday January 31, 1989
By: Compiled from staff and wire reports
Edition: NASSAU Section: BUSINESS Page: 36
Word Count: 572

Fairchild fight. Fairchild Industries strengthened its hand against any takeover bid by agreeing to buy back 25 percent of its securities from the Soros Group for about \$75 million in...

... or Beatrice, of which KKR controls about 90 percent, would sell off its brand in several product categories : ketchup, packaged nuts and Oriental entrees, noodles, vegetables and soy sauce. RJR Nabisco makes Del ...

26/3,K/35 (Item 3 from file: 638)
DIALOG(R)File 638:Newsday/New York Newsday
(c) 2003 Newsday Inc. All rts. reserv.

04226013
WHAT'S HOT'S WHAT'S COOL
Newsday (ND) - Sunday August 9, 1987
By: Craig W. Sullivan. Craig Sullivan, a junior at Geneseo State majoring in management and communications, says he'll go along with most fads

but refuses to wear his underwear as outerwear. He was an editor of the Columbia award-winning paper at Northport High School.
Edition: ALL EDITIONS Section: THE NEW SEMESTER Page: 07
Word Count: 2,093

... that Spuds has sparked interest among manufacturers looking for a piece of the action. Promotional Products Group, a division of Anheuser-Busch Inc., the world's largest brewer, has lured about 20 manufacturers into...the University of CaliforniaDavis, Condoms-on-Call has moved to other campuses nationwide, with special offers including the "frequent buyers" club, whose members receive 10 free condoms with every 10 ordered.

How else does a...

26/3,K/36 (Item 1 from file: 641)
DIALOG(R)File 641:Rocky Mountain News
(c) 2003 Scripps Howard News. All rts. reserv.

07003188
ADAMS SCHOOLS BUYER NEEDS TO 'SAVE' TWICE ANNUAL SALARY
Rocky Mountain News (RM) - SUNDAY JANUARY 3, 1993
Edition: FINAL Section: CAREERS Page: 4C
Word Count: 450

... and then bring in the sales receipts. But if three teachers want VCRs, we can bid a total order instead, and get a better price on it," Grimm said.

Last year his 18-member department cost \$325,000 and saved the district \$775,000 by grouping items previously bought singly and by negotiating special deals.

Purchasing functions are divided among three buyers...

26/3,K/37 (Item 1 from file: 714)
DIALOG(R)File 714:(Baltimore) The Sun
(c) 2003 Baltimore Sun. All rts. reserv.

10074017
Going, going, gone!; Online auction sites offer an opportunity to buy and sell just about anything to an international audience of computer users.
THE BALTIMORE SUN (BS) - Monday March 15, 1999

By: SUN STAFF @B CHRIS KALTENBACH
Edition: FINAL
Section: PLUGGED IN
Page: 1C

Word Count: 1,505

Going, going, gone!; Online auction sites offer an opportunity to buy and sell just about anything to an international audience of computer users.

... tool to look for a specific word (diamond, for example) and see what's being offered .

Buyers are generally admitted free -- if they win, they deal directly with the seller. Auction sites...

... since its birth in September 1995. Today eBay claims 1.3 million registered users, offers more than 1 ,000 categories of merchandise

and sees 250,000 new items listed for sale each day.

If you're looking...

26/3,K/38 (Item 2 from file: 714)
DIALOG(R)File 714:(Baltimore) The Sun
(c) 2003 Baltimore Sun. All rts. reserv.

06648139

CHARTER BOARD WEIGHS BUDGET GUIDELINES
BALTIMORE SUN (BS) - Wednesday, May 27, 1992
By: Adam Sachs Staff Writer
Edition: Final Section: Carroll Sun (Zoned tabloid) Page: 2
Word Count: 277

TEXT:

... discussed guidelines for establishing an operating and capital budget, spending money, creating reserve funds, competitive bidding and land purchases at its weekly meeting last night.

The nine-member board is writing the document that...

The board worked on details of the "budget and finance" article , one of several sections which will comprise the charter. Others include the personnel, legislative and general provisions articles.

Many...

26/3,K/39 (Item 1 from file: 735)
DIALOG(R)File 735:St. Petersburg Times
(c) 2000 St. Petersburg Times. All rts. reserv.

08542199

BAD BUSINESS WASTED PURCHASING POWER
St. Petersburg Times (PE) - SUNDAY February 11, 1996
By: T. CHRISTIAN MILLER; BARBARA BEHRENDT
Edition: CITY Section: CITRUS TIMES Page: 1
Word Count: 3,124

... in bulk to save money. By making millions of dollars of small, individual purchases without grouping the items and getting a discount, the district routinely misses out on huge savings.

The district violated...

...costs.

The total loss to taxpayers cannot be calculated. However, records show that by not bidding purchases , the district sometimes paid two, three and even four times more than the cheapest price...

...Buddy Barker, head buyer for the state's purchasing division. ""They are totally accountable.."
No bids , no bulk buying

July 1, 1993, was a busy day for Walt Connors' Inverness office supply store.

On...

...8,600, which was nearly twice the \$4,500 state threshold at the time for purchasing without a bid .

But because each purchase was approved individually, no bids were

sought.

It was a prime example of what auditors...should have been bid.

School administrators said they believed some of the contracts had been bid or were bought through state contracts. However, they could find no records to support those claims.

Two other...

... she asks permission from the district. If administrators approve her request, she can bypass the bidding process and buy directly from a state contract.

The state bids out hundreds of millions of dollars in...

...buys in bulk so that school districts don't have to.

Overall, products and services purchased off the state bid list are an average 23 percent cheaper than if those products were bought individually.

But...

26/3,K/40 (Item 2 from file: 735)
DIALOG(R)File 735:St. Petersburg Times
(c) 2000 St. Petersburg Times. All rts. reserv.

06016996

EX-DEPUTY SEEMED TO BE LIABILITY, SAYS WITNESS
St. Petersburg Times (PE) - WEDNESDAY March 20, 1991
By: BRUCE VIELMETTI
Edition: CITY Section: TAMPA BAY AND STATE Page: 5B
Word Count: 340

... s libel suit against the St. Petersburg Times and three employees. The lawsuit charges that parts of several Times articles in 1983 were false, defamatory and done with malice. In a countersuit, the Times alleges

...

...law enforcement seriously.

Bob Cole, a Pasco prosecutor, said Moorman once told him that he offered to buy the Sheriff's Office a plane for shooting down smugglers flying drugs into Pasco.

Cole...

26/3,K/41 (Item 1 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0010505390 A200001260-54-FT

INSIDE TRACK: The many faces of wealth creators: Modern entrepreneurs fall into at least six categories, with widely differing motives, ranging from whizz-kids to downshifters

JOHN W. PROFESSOR HUNT

Financial Times, London Ed1 ED, P 18

Wednesday, January 26, 2000

DOCUMENT TYPE: NEWSPAPER; Features LANGUAGE: ENGLISH RECORD TYPE:

FULLTEXT SECTION HEADING: INSIDE TRACK

Word Count: 871

...driven by the intellectual challenge of the race.

There is no risk-aversion among this group . Most are the products of middle- class parents and know they can be rescued. If, in the process, they make millions, so...

...are the fifth group. They are probably the least entrepreneurial. They await their moment and bid to buy part of the business. Inside knowledge, due diligence plus access to expert financial advice means...

26/3,K/42 (Item 2 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0010021678 B0JCPANAAUFT
SURVEY - MASTERING INFORMATION MANAGEMENT: Markets for everything in the networked economy
MANOJ PARAMESWARAN, JAN STALLAERT, ANDREW WHINSTON
Financial Times, Surveys ED, P 1
Monday, March 15, 1999
DOCUMENT TYPE: Surveys; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT
Word Count: 2,474

...are yet to emerge.

Currently, the markets predominantly use English auctions. In an English auction buyers submit bids for (multiple units of) an object. However, the fact that the internet brings together a...

...and catalogue services.

Types of product

The products sold over electronic markets can be roughly grouped into two categories : purely digital goods and services, and physical products.

Digital goods and services

The first category includes information goods...ebay.com) provides a forum for sellers to put up goods for auction, and for buyers to bid for those goods. In effect, it host numerous single (English) auctions at a time; it...

26/3,K/43 (Item 3 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2003 Financial Times Ltd. All rts. reserv.

0003021828 B05DDA5AEEMFT
UK Company News: Building on American offensive / Overseas expansion plans of Tarmac, construction and building materials group
MICHAEL CASSELL
Financial Times, Section F2. ED, P 25
Wednesday, March 6, 1985
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
Word Count: 1,125

...10 per cent of the total.

The US expansion has been carried out through the group 's quarry products division , which last year contributed half of total profits, a percentage which is expected to rise...

...potential, we set out to secure our aggregate backing.

'Lone Star was essentially an asset purchase , offering us a firm operational base and plenty of potential for growth. The acquisition will pay...